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Harbin Municipal People's Government

哈尔滨·中国

6 August 2019

Your Honorable Mr. Esko Lotvonen

Mayor of Rovaniemi, Finland

Re: 2020 China Harbin International Winter Cities Conference Invitation

Your Honorable Mayor,

On behalf of Harbin Municipal People's Government and 10.98 million Harbin citizens, I would like to extend our warmest regards to you and your citizens.

Since its inception in 1985, Harbin International Ice and Snow Festival, an annual event, has become the largest Ice and Snow Festival in the world. Diverse activities covering tourism, culture, economic and trade, sports will be organized between January 4th and January 7th, including the Opening Ceremony of Harbin International Ice and Snow Festival & Ice and Snow World, International Snow Sculpture Expo, International Ice and Snow Sculptures Competition and business match-making events. The 35th Ice and Snow Festival held last year has generated 23.39 million tourists in total.

To deepen friendship and facilitate cooperation among international cities for win-win results, Harbin will host the International Winter Cities Conference during the 36th Ice and Snow Festival period between January 4- 7, 2020. We wish to invite the representatives from winter cities, chambers of commerce and companies around the globe to participate in our diverse events, including the

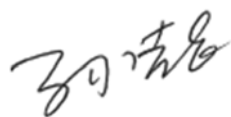
International Winter Cities Symposium, International Business and Chambers of Commerce Match-making, "Voice of Friendship" Symphony Concert, Mascot Tour, International Youth Ice Hockey Invitational and International Ice and Snow Sculpture Competition, etc. By organizing these events, we hope to share experiences and resources in winter festivals, tap potential and promote cooperation between winter cities.

We will be pleased to cover the local costs for the official delegation (up to 5 persons) from your city during their stay in Harbin between January 4th and January 7th, 2020. Besides, business people, representatives from chamber of commerce, artists and athletes are also welcome to join our events (see the attached introduction), whose expenses in Harbin will also be borne by us during that period. As for the business and chamber of commerce delegation, we would cover the local costs for two persons from the chamber of commerce and three to five business people as well, one company for one person.

For further details, please kindly contact Ms. Nancy Kong at: Tel: +86 451 84664235, Email: nancy6212000@126.com. Please send the RSVP form back to us before October 25th, 2019.

Harbin, a glittering winter wonderland with vivid ice and snow sculptures, awaits your participation with open arms !

Yours sincerely,

A handwritten signature in black ink, appearing to be '孙喆' (Sun Zhe), written in a cursive style.

Sun Zhe

Mayor of Harbin, P.R. China

Agenda

Saturday 4 January, 2020

All Day Registration

19:00-20:30 "Voice of Friendship" Symphony Concert

Sunday 5 January, 2020

09:00-12:00 International Winter Cities Symposium

14:00-16:00 City Tour

17:30-19:00 Opening Ceremony & Welcoming Reception of
Harbin International Ice and Snow Festival &
International Winter Cities Conference

19:30-20:30 Opening Ceremony of Ice and Snow World
(including Mascot Tour)

Monday 6 January, 2020

10:00-11:15 Opening Ceremony and Opening Match of International
Youth Ice Hockey Invitational

13:30-16:00 International Business and Chambers of Commerce
Match-making

Tuesday 7 January, 2020

All Day Departure